

NEW TRADE COURSE FOR GEORGETOWN

James A. Farrell Announces
Plans for Establishment of
School of Foreign Service.

MAKES GIFT OF \$20,000

Issues Appeal to National Foreign
Trade Council for Support of
the Institution.

Plans for the establishment of a School of Foreign Service at Georgetown University, Washington, D. C., were formulated yesterday by James A. Farrell, Chairman of the National Foreign Trade Council and President of the United States Steel Corporation. Mr. Farrell has headed the subscription list with a gift of \$20,000 and has invited the other members of the Foreign Trade Council to give the movement their substantial support.

The school, according to Mr. Farrell, is to be established on "a broad, nation-wide basis of sound, liberal, economic principles, and American ideals."

Mr. Farrell explained that his plan is the culmination of the policy in support of commercial education for foreign trade pursued by the council since its inception in 1914, and approved by all the National Foreign Trade Conventions. The school will be the first of its kind to be endowed along the proposed lines by any national or commercial organization of business men. Not less than \$500,000 will be required to start the organization, but Mr. Farrell believes this money will be forthcoming as soon as the purposes of the school become known.

The curriculum for the coming year is planned along the most modern lines. Special attention will be paid to teaching foreign languages as a flexible rather than as a mechanical instrument. Japanese and Russian, as well as French, Spanish, and Portuguese, are among the languages to be taught from the outset, and more will be added as America's trade opportunities with world markets eventuate. Besides the language group of studies there are to be three other groups, the economic and commercial, the law and political science, and the shipping.

A special Faculty of twenty men has been mobilized from the commercial personnel now available at the national capital. It is considered that the location of the school in Washington will afford an unusual advantage, because of the proximity of dozens of educational and commercial organizations, such as the Pan American Union, the Chamber of Commerce of the United States, the Congressional Library, the Federal Trade Commission, and the Department of Commerce.

In a letter addressed to the members of the council, associated organizations, and all individuals interested in the development of the overseas commerce of the United States, Mr. Farrell says, in part:

Tells of Need for School.

From its beginning the council has not failed to emphasize the need of adequate educational preparation for men going into foreign countries as commercial representatives of American industries, or as consular and diplomatic agents of the United States. The emphasis which this council has placed on proper education for foreign trade has constantly been endorsed by the National Foreign Trade Council. Hence, after mature deliberation and examination of the elements involved I have decided to submit the following plan to your serious consideration.

As the first essay toward filling the long-felt want of a specialized form of commercial education, a scientific program for systematic and sustained training for foreign service has been formulated, and, in fact, applied by Georgetown University, Washington, D. C., working in close co-operation with governmental bureaus and practical business men.

A provisional half year was begun on Feb. 17, 1918, and closed on June 23, 1918. Twelve members of the first class have already been placed in the foreign service of the Government and with private corporations engaged in export trade. For the next session, which begins Oct. 2, 1918, so many applicants are already in sight that the chief difficulty will be that of finding adequate space.

The overhead expenses of the school might readily be met without a wide appeal, but the ultimate purpose for which it has been established cannot be fulfilled on the broad, nation-wide basis desirable unless a large endowment is provided. Definite provision must be made for the expansion of the program to emphasize to the utmost sound, liberal, economic principles and American ideals.

Not less than \$500,000 will be required at the outset as the endowment necessary for the proper conduct of a school conceived on such broad lines. Already twenty expert instructors, each a specialist in some phase of government, commerce or finance, have been added to the faculty, building which shall serve both as a fitting home for the School of Foreign Service and a centre of foreign trade activities, a second \$500,000 will later be required.

Therefore, earnestly recommend this institution to the generous support of all the members of the council and to all organizations and individuals interested in the expansion of our foreign trade.

As an indication of my own appreciation of the soundness and opportunities of the policy outlined I hereby make an initial contribution of \$20,000 to the endowment fund.

O. H. Davis, Secretary of the National Foreign Trade Council, it is announced, will receive and deposit all funds donated for the purpose of furthering the endowment of the school. His address is India House, 1 Hanover Square, New York City.

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